

PRESS RELEASE

BNP Paribas Cardif chooses Manymore to digitize business with independent financial advisors and brokers in France

In conjunction with its development plan, BNP Paribas Cardif has signed a partnership agreement with Manymore to accelerate the digital transformation of its business with independent financial advisors (IFAs) and brokers. Beginning in April 2018, these partners will benefit from a full online process for savings and retirement savings contracts offered by BNP Paribas Cardif.

BNP Paribas Cardif has teamed with **Manymore**, a leading provider of software for the asset management industry, to offer **new online services** for its IFA and broker partners. These services will support the transformation of their profession and provide them with tools to **facilitate day-to-day operations**.

The solution developed by Manymore for BNP Paribas Cardif will allow independent financial advisors and brokers to **simplify processes and accelerate transaction processing**. This solution will be compatible with all the aggregators in the market, bringing partners the benefits of a consolidated vision of each client's position, coupled with online management of contracts available from BNP Paribas Cardif. The solution will also be available via the dedicated partner website www.finagora.com. **Transaction processing will be optimized** thanks to a multi-device interface, as well as the integration of digital signatures and enhanced processing traceability. **Cardif Elite** will be the first life insurance contract to take advantage of this full online experience from April 2018.

"In an environment where the client experience is continually being redefined by web players, we will be offering a competitive online solution for our partners and their clients that leverages the expertise of Manymore. Pascal Perrier will soon join our team to lead this activity. This partnership is the first stage in the digital transformation of our business with independent financial advisors and brokers. Investments of 17 million euros have been targeted between now and 2020 to meet the needs of our partners and their clients," says Jean-Christophe Boccon-Gibod, Director of Partnerships and Digital Business for BNP Paribas Cardif France.

"This partnership with BNP Paribas Cardif is a strategic development for Manymore. It allows us to expand our service offering with the Connective Software range to support the insurer as it digitizes the subscription process and other transactions such as redemption or trades. We are providing BNP Paribas Cardif with a cutting-edge extranet for transaction management by both the financial advisors that work with them, as well as the company's own front and back-middle office teams," adds Pierre-Laurent Fleury, CEO of Manymore.

Results of
**11th annual
Market Survey of
Independent Financial Advisors (IFAs)
and their clients**
with KANTAR TNS in 2017



80% of IFAs believe that it is important to invest in the digital transformation of their activity. Asked about their digital priorities in this area, **72%** of them cited digitized transactions and **52%** cited the development of digital solutions for communicating with their clients. **40%** of them cited the reinforcement of their equipment as a priority.

About BNP Paribas Cardif

No. 1 worldwide in creditor insurance¹, BNP Paribas Cardif plays an essential role in the lives of insured customers, providing them with savings and protection solutions that let them realize their goals while protecting themselves from unforeseen events.

In a world shaped by the emergence of new uses and lifestyles, the company, a subsidiary of BNP Paribas, has a unique business model anchored in partnerships. It co-creates solutions with almost 500 partners distributors in a variety of sectors (banks and financial institutions, automotive companies, retailers, telecommunications companies, energy companies, Independent Financial Advisors and brokers...) who then market the products to their customers.

BNP Paribas Cardif is a recognized global specialist in personal insurance, serving 100 million clients in 35 countries with strong positions in three regions – Europe, Asia and Latin America. BNP Paribas Cardif also plays a major role in providing financing for the economy.

With over 10,000 employees² worldwide, BNP Paribas Cardif had gross written premiums of €27.1 billion in 2016, 57% of which was generated outside France.

Follow the latest news about BNP Paribas Cardif:  [@bnpp_cardif](https://twitter.com/bnpp_cardif)

About Manymore

Manymore was created in 2006 by Pierre-Laurent Fleury, Honorary President of the Chambre Nationale des Conseils en Gestion de Patrimoine (CNCGP – French national chamber of asset managers) and himself an independent financial advisor for 25 years. The company currently counts over 60 employees. Some 500 asset management firms (representing 2,900 employees) are equipped with the Manymore Prisme solution, a regulatory compliance and online aid tool for sales, management of the firm and data aggregation. From now, 5 insurers or asset management platforms have chosen the Connective Software solution to digitize their business.

Follow the latest news about Manymore: www.manymore.fr

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¹ Source Finaccord

² Headcount of legal entities managed by BNP Paribas Cardif: nearly 8,000 employees



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